

**WESTWOOD**  
NET LEASE ADVISORS

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# Guidepost Montessori

LONG-TERM CORPORATE NET LEASE WITH 2% ANNUAL  
RENTAL INCREASES | WASHINGTON D.C. MSA

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STERLING, VA





# Guidepost Montessori

624 W CHURCH RD, STERLING, VA 20164

**\$7,144,378**

PRICE

**7.25%**

CAP

## HIGHLIGHTS

- > 20+ years remaining on corporate net lease with 2% annual rental increases
- > Guidepost is the largest Montessori school operator in the world with significant financial backing and continued growth
- > Ideally located in Sterling, VA, an idyllic from Washington D.C. suburban enclave approximately 30 miles
- > High income trade area – average HH income of \$159,430 within a 5-mile radius of the subject property
- > As a result of these affluent demographics, schools in the area are able to command very high tuitions

NOI:	<b>\$517,967.45</b>
LANDLORD RESPONSIBILITIES	<b>Structure/Roof Support</b>
LEASE EXPIRATION	<b>08/31/2046</b>
LEASABLE AREA:	<b>8,099 SF</b>
LAND AREA:	<b>2.41 AC</b>
RENT INCREASES:	<b>2% Annually</b>
OPTIONS:	<b>Four, 5-Year</b>
YEAR RENOVATED:	<b>2021</b>

“Using aggregated and anonymized Bank of America internal customer data, we find evidence that childcare spending is rising. The average childcare payment per customer was up 9.7% YoY in August and the number of customers making childcare payments reached 94% of the level seen in January 2020.”

- Bank of America Consumer Checkpoint, September 9, 2022



**THE OFFERING**

- > 20+ years remaining on corporate net lease with 2% annual rental increases
- > Lease guaranteed by Higher Ground Education (HGE), a corporate school operator with significant financial backing and an executive team with 20+ years of experience on average
- > The company has seen enrollments double since the beginning of COVID
- > Guidepost is the largest corporate Montessori school operator in the world, with 150+ locations nationally

**FINANCIAL STRENGTH OF THE GUARANTOR**

- > 100% revenue growth year-over-year since 2019
- > \$600M valuation in October 2022
- > Unit level enrollments have increased by 235% since March 2020

**IDEALLY LOCATED IN THE 6TH LARGEST METRO IN THE U.S.**

- > Sterling, VA, is an idyllic suburban enclave located approximately 30 miles from Washington D.C.
- > High income trade area – average household incomes of \$159,430 within a 5-mile radius of the subject property
- > As a result of these affluent demographics, schools in the area are able to command very high tuitions
- > Prominent retailers in the direct trade area include Walmart Supercenter, Target, Costco, Sam’s Club, Best Buy, and Lowe’s



## HIGHER GROUND EDUCATION HIGHLIGHTS

- > Largest Montessori school operator in the world
- > Valued at \$600M in October 2022
- > Unit level enrollments have increased by 300%
- > Guidepost Montessori is 1 of only 3 companies nationally that provides a nationally accredited Montessori teaching certification program, which unlocks human capital constraints by creating a proprietary staffing pipeline to support scaling while improving retention rates
- > Provides industry leading high agency education from infancy through adolescence, delivered in-person at school, and at-home through virtual programs or residential micro-schools, enabling parents seamless anytime, anywhere network access



This information has been secured from sources we believe to be reliable but we make no representations or warranties, expressed or implied, as to the accuracy of the information. Buyer must verify the information and bears all risk for any inaccuracies.



## Premises & Term

TENANT	Guidepost Montessori
GUARANTOR	Higher Ground Education, Inc.
LEASE TYPE	Corporate NN
TERM REMAINING	20+ Years
RENT COMMENCEMENT	December 1, 2022
RENT INCREASES	2% Annually
OPTIONS	Four, 5-Year Options

## Expenses

COMMON AREA	Tenant's Responsibility
PROPERTY TAXES	Tenant's Responsibility
INSURANCE	Tenant's Responsibility
UTILITIES	Tenant's Responsibility
HVAC	Tenant's Responsibility
SURFACE OF ROOF	Tenant's Responsibility
ROOF SUPPORT/STRUCTURE	Landlord's Responsibility



The details contained within the Lease Abstract are provided as a courtesy to the recipient for purposes of evaluating the Property's initial suitability. While every effort is made to accurately reflect the terms of the lease document(s), many of the items represented herein have been paraphrased, may have changed since the time of publication, or are potentially in error. Our company and its employees explicitly disclaim any responsibility for inaccuracies and it is the duty of the recipient to exercise an independent due diligence investigation in verifying all such information, including, but not limited to, the actual lease document(s).



8,099  
RENTABLE SF



2.41  
ACRES



26  
SPACES





# The largest Montessori operator in the world

## ABOUT GUIDEPOST MONTESSORI

- > Guidepost Montessori is the largest Montessori operator in the world
- > They have 150+ schools across the country in \$100K+ income major metro's throughout the United States
- > The founders of Guidepost, including the former CEO, COO, and head of strategy, all have 20+ years of experience in education and have been operating as executives in this space for the last decade

## KEY DIFFERENTIATORS

- > Guidepost provides in-school learning, as well as a remote learning program that is one of the most sophisticated and easy to use in the industry
- > With many public and private schools doing only remote learning, Guidepost has been able to absorb students and day-care children from their competition in the high income areas they serve

## CORPORATE GROWTH

- > Higher Ground Education, the parent company of Guidepost Montessori, is based in Lake Forest, California, and has significant backing from Learn Capital, the largest venture capital group in the educational space and the Walton Foundation (Wal-Mart Founder)

**\$600 M**

**APRIL 2023  
VALUATION**









**POPULATION**

	1-MILE	3-MILES	5-MILES
2020	16,413	94,680	236,599
2024	16,421	95,610	243,015



**2024 HH INCOME**

	1-MILE	3-MILES	5-MILES
Average	\$126,829	\$151,034	\$159,430
Median	\$106,905	\$126,649	\$133,204

**TOP EMPLOYERS IN THE GREATER D.C. AREA**

EMPLOYER	# OF EMPLOYEES
Fairfax County Public Schools	24,700
District of Columbia Government	24,547
Montgomery County Public Schools	24,246
Prince George’s County Public Schools	22,000
MedStar Health	18,206



The average household income within a 5-mile radius is \$151,034

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# Sterling, VA

A THRIVING CITY



## NORTHERN VIRGINIA REGION

- > Sterling is a city located at the eastern border Loudoun County
- > Home to approximately 30,872 residents
- > Approximately 30 miles west of Washington, D.C., Sterling is a part of the Chesapeake Bay watershed and borders the Potomac River
- > Sterling, also sometimes referred to as Dulles, is a bustling area, famous for its high-tech data centers, modern shopping malls and suburban residential communities

## HOME TO WASHINGTON DULLES INTERNATIONAL AIRPORT (IAD)

- > A full-service, international gateway serving over 24 million passengers annually
- > Dulles is the world's fastest growing airport – a 23-mile expansion of the region's Metrorail system that includes a station at Dulles is under construction

- > With all future facilities in the master plan constructed, the airport could accommodate 70 million annual passengers (35 million enplanements) operating out of 250 airline gates

## LOUDOUN COUNTY

- > In the last three decades, the population of Loudoun County nearly quadrupled – it is now the third most populous county in Virginia
- > Loudoun County is a growing, dynamic county of over 400,000 people
- > Known for its beautiful scenery, rich history, diversity of expanding business opportunities, welcoming neighborhoods, and high quality public services

5.4 M

GREATER D.C.  
POPULATION  
(ESTIMATED)

WASHINGTON D.C. is the sixth largest metro in the U.S. with an estimated 5.4 million residents in the Greater D.C. area. The city was established in 1790 by the Constitution of the United States to serve as the nation's capital.

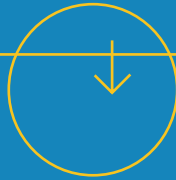
It is also one of the most education and affluent metropolitan areas. The six largest government employers (overall) are the Department of Defense (23,000 at the Pentagon alone), the United States Postal Service, the Veterans Administration, the Department of the Treasury, the Department of Homeland Security, and the Department of Justice. In 2021, the District of Columbia's total GDP exceeded \$152 billion.



WASHINGTON, D.C.

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